



# ICA 2021 CREDIT MANAGEMENT TRAINING PROGRAMMES

## IN-HOUSE AND OPEN COURSES

### JANUARY:

#### Managing Credit to SMEs

**Date:** Jan. 13<sup>th</sup> – 14<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Course status:** Open course only

**Objective:** The overall goal of this course is to build analytic skills needed to evaluate the credit standing of small and medium sized enterprises

#### Effectively Managing Credit Administration Process

**Date:** Jan. 20<sup>th</sup> -21<sup>st</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Course status:** Open course only

**Objective:** At the end of this session, the participant will have a good road map to build and manage an effective credit administration of their organization and to satisfy regulators' requirement to operating a safe and sound credit risk regime.

#### Foundation Credit Analysis Course

**Date:** Jan. 27<sup>th</sup> – 28<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Course status:** Open course only

**Objective:** The participant will understand the process by which credit decisions are made and the critical risk factors that need to be considered. Appreciate the purpose of financial statements and the limitations of published information.

**Note: The above courses are available in both in-plant and open course arrangements.**

### FEBRUARY:

#### Work Place Attitudinal Management Course

**Date:** Feb. 3<sup>rd</sup> – 4<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** This seminar offers participants the understanding of why performance target is used for measuring employee's relevance and how to balance work stress and resilience towards increase in productivity and reduction in absenteeism.

#### Management of Problematic Loan-Effective Negotiation & Monitory Strategies

**Date:** Feb. 9<sup>th</sup> – 10<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** The objective is for participants to learn smart ways of turning problematic loan situation by sharpening the negotiation and monitoring skills of loan recovery officers.

#### Market and Industry Risk in Credit Management

**Date:** Feb. 17<sup>th</sup> – 18<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** It will prove invaluable to those already working in the risk management function who wants to expand their knowledge and gain a much more detailed holistic understanding of risk.

#### Knowledge Based Customer Credit Assessment

**Date:** Feb. 24<sup>th</sup> – 25<sup>th</sup> 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** To creatively deliver something of value to customers rather than focus simply on products.

**Note: The above courses are available in both in-plant and open course arrangements.**

### MARCH:

#### Credit Appraisal Master Class

**Date:** March 3<sup>rd</sup> – 4<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** Create a solid base for a better future in your Credit Department. Understand Credit Appraisal comprehensively from tested credit professionals. Be able to use the knowledge and skills immediately and universally. Separating yourself from others because you are well aware of latest credit appraisal benchmarks.

#### Strategic Debt Recovery Initiative

**Date:** March 10<sup>th</sup> – 11<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** To enhance existing debt recovery skills, using a professional, conventional and un-orthodox approach to recover debt from debtor(s). Participants are encouraged to be focused, practical and concise in developing and articulating debt recovery intelligence. Questions about the Use of physical force, Undue Harassment and Coercion. Questions about Misleading and Deceptive Conducts. The 24 Qualities of Credit Recovery, Personnel Pitfalls to avoid in debt recovery. Legal aspect of debt recovery.

#### Corporate Cash Flow Analysis

**Date:** March 17<sup>th</sup> – 18<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igbosere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** This course focuses on the importance of cash flow analysis in the credit assessment process. The course also deals with the credit risks of companies with international activities, and the difficulties involved when dealing with off-balance sheet and contingent liabilities.

#### Institute of Credit Administration

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## IN-HOUSE AND OPEN COURSES

### Company Credit Report

**Date:** Mar. 24<sup>th</sup> – 25<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** What is CCR and its objectives, what CCR reveals on a company, In-depth understanding of Company Credit Report, why it is necessary for an organization to do a credit report of a prospective clients.

**Note: The above courses are available in both in-plant and open course arrangements.**

### Counterparty Credit Risk

**Date:** May 19<sup>th</sup> – 20<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** This two-day course provides a review of the critical issues surrounding counterparty credit risk and other risks associated with over-the-counter (OTC) derivative contracts.

### Debt Factoring in Credit Management

**Date:** May 26<sup>th</sup> – 27<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant [open course only]**  
**Objective:** Participants will be able to understand the four principles of factoring transaction, debt factoring processes, the need for factoring its benefits and limitation.

**Note: The above courses are available in both in-plant and open course arrangements.**

## APRIL:

### Understanding Letters of Credit for Exporters

**Date:** April 14<sup>th</sup> – 15<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** A two days interactive in-house seminar aimed at export credit agency's new recruits who regularly receive or handle Letter of Credit. The session will help participants to negotiate the most favorable terms to be incorporated within L/Cs as well as reduce the risks and costs associated with presenting discrepant documents to the bank.

**Note: This course is only available as In-Plant, minimum classroom of 45 participants.**

### Managerial Credit Management Update Master class

**Date:** April 21<sup>st</sup> – 22<sup>nd</sup> 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** To apply a structured approach to corporate credit assessment, to calculate and interpret key financial ratios used in the credit modeling process, to interpret financial statements for their effectiveness, relevance and vulnerability, to apply effective tools for transaction analysis and structuring, to anticipate and detect deteriorating cash flow quality, to assess problem credits and explore options for early actions and restructuring and to understand alternative measures of credit risk, such as market implied signals, and their use in credit analysis.

**Note: The above courses are available in both in-plant and open course arrangements.**

## MAY:

### Outside-In Customer Service Delivery Course

**Date:** May 12<sup>th</sup> – 13<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** The seminar offers participants the opportunity to learn creative ways of delivering values to customers that will leave them with a positive experience.

## JUNE:

### Enterprise Risk Management in Banks

**Date:** June 9<sup>th</sup> – 10<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** Participants will learn how to explain to stakeholders' complex concepts, including the definitions and measurements associated with various risks to which banks are exposed.

### Contemporary Techniques for a Successful Recovery of Corporate Debts

**Date:** June 16<sup>th</sup> – 17<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** The one day course is designed to give more experienced corporate debt recovery professionals an objective view of their work and provides a much needed insight into how other corporates are successfully increasing their recovery success and lowering their debtor's days. This course puts the recovery strategies into the wider business perspective and focus on hard to collect debt and issues surrounding potential bad debt signals and situations, allowing more contribution to overall corporate success.

### Best Practices in SMEs Appraisal under a Credit Guarantee Arrangement

**Date:** June 23<sup>rd</sup> – 24<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: N155, 000.00 per Participant**  
**Objective:** To expose for mutual success, SMEs designated credit analysts and lending officers of financial institutions to best practices associated with lending under a credit guarantee arrangement.  
**Note: The above courses are available in both in-plant and open course arrangements.**

## Institute of Credit Administration

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## IN-HOUSE AND OPEN COURSES

### JULY:

#### Personal Effectiveness and Productivity Enhancement

**Date:** July 14<sup>th</sup> – 15<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant** **Objective:** This seminar is specially designed to expose Participants to the essential habits and skills required for improved productivity and recognition in their jobs.

#### Advanced Financial Statement Analysis

**Date:** July 21<sup>st</sup> – 22<sup>nd</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant** **Objective:** This course gives participants a detailed understanding of financial statements, in the context of rapidly changing standards, for assessing financial risk.

#### Intermediate Credit and Financial Analysis

**Date:** July 28<sup>th</sup> – 29<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant** **Objective:** This course is designed primarily to step up the knowledge and skills of new credit analysts and officers as they confront the task of determining credit worthiness and the financial health of customers.

**Note: The above courses are available in both in-plant and open course arrangements.**

### AUGUST:

#### Strategic Debt Recovery Initiative

**Date:** August. 11<sup>th</sup> – 12<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant** **Objective:** To enhance existing debt recovery skills, using a professional, conventional and un-orthodox approach to recover debt from debtor. Participants are encouraged to be focused, practical and concise in developing and articulating debt recovery intelligence.

#### Fundamentals of Corporate Credit

**Date:** August 18<sup>th</sup> – 19<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant**

**Objective:** This four-day course concentrates on single obligor analysis, both qualitative and quantitative. The topics covered enable credit practitioners to review real market situations and assess cash flow and credit implications.

#### Introduction to Credit Cards Business: Operations and Management

**Date:** August. 25<sup>th</sup> – 26<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant** **Objective:** This course will provide you the background information you need to know to be able to layout the payment processes and transactional use cases, as well as to intelligently discuss the business considerations for supporting credit card payments online.

**Note: The above courses are available in both in-plant and open course arrangements**

### SEPTEMBER:

#### Advanced Bank Risk Analysis

**Date:** Sept. 8<sup>th</sup> – 9<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant**

**Objective:** This course will provide delegates with a structured framework for the comprehensive analysis of banks' risk profiles.

#### Credit Management Internal Control and Regulatory Compliance Risk

**Date:** Sept. 15<sup>th</sup> – 16<sup>th</sup> 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos. **Amount: ₦155, 000.00 per Participant**

**Objective:** This training course aims to provide a complete overview of an organization's internal controls and compliance activities.

#### Advanced Credit and Financial Analysis

**Course Date:** Sept. 22<sup>nd</sup> – 23<sup>rd</sup> 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos. **Amount: ₦155, 000.00 per Participant**

**Objective:** This course offers participants intensive hand-on credit and financial statement analysis mirrored by the art and science of credit report which enables sound credit decision and successful facility monitoring.

**Note: The above courses are available in both in-plant and open course arrangements.**

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## IN-HOUSE AND OPEN COURSES

### OCTOBER:

#### Corporate Debt Restructuring

**Date:** Oct. 13<sup>th</sup> – 14<sup>th</sup> 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant**

**Objective:** This course deals with the background and resolution of debt restructuring issues and reviews techniques for limiting exposure.

#### Risk Monitoring in Credit Management

**Date:** Oct. 20<sup>th</sup> – 21<sup>st</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant**

**Objective:** This course will examine the way in which business and society make an assessment of, control and transfer risk.

#### Advance Corporate Credit Analysis

**Date:** Oct. 27<sup>th</sup>– 28<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant**

**Objective:** This course enables participant to differentiate corporate irregularities and cyclical, early warning signs of financial distress using projections models and also the market based credit models versus fundamental credit analysis.

**Note: The above courses are available in both in-plant and open course arrangements.**

### NOVEMBER:

#### Corporate Credit Analysis Course

**Date:** November 10<sup>th</sup>– 11<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant**

**Objective:** Define Corporate Credit Analysis. List the benefits of corporate credit analysis. Assess the financial health of a company. Ratio Analysis. Methods for monitoring and standardizing credit procedures.

#### Operational Risk in Credit Management

**Date:** November 17<sup>th</sup>– 18<sup>th</sup>, 2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant**

**Objective:** Designed and delivered by a world leading expert in the field, the course is a must-have for all operational risk practitioners wishing to benchmark their practices.

#### Credit Reasoning and Writing

**Date:** Nov. 24<sup>th</sup>– 25<sup>th</sup>2021 **Time:** 10.am Prompt  
**Venue:** 213, Igboere Street, 4<sup>th</sup> Floor, Lagos Island, Lagos.  
**Amount: ₦155, 000.00 per Participant**

**Objective:** This seminar is focused on the preparation of credit approval documents that summaries succinctly the overall credit risk exposure that an institution is asked to take on.

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